



NATIONAL TREND OF BUSINESS

Lodging Industry

A SERVICE TO THE CLIENTS OF LAVENTHOL & HORWATH

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APRIL 1988 COMPARED WITH APRIL 1987

		Projections	Actual Last Year
JULY	1988	.68-70%	.69.7%
AUGUST	1988	.69-71%	.71.2%
SEPT	1988	.63-65%	.64.6%

OCCUPANCIES FALL

The occupancy rate for April was reported at 69.7 percent on a seasonally unadjusted basis. This is 1.0 percent above the comparable month last year. On a regional basis, only the West reported a decrease in occupancy rates of 2.3 percent compared with April 1987. The Northeast region reported the highest occupancy rate at 72.7 percent. The national year-to-date occupancy level through April, 66.2 percent, shows a 0.7 percent decline over the same period last year. The April occupancy rate after adjusting for seasonal variations as shown on the accompanying table was 67.1 percent, 6.7 percent below the April adjusted rates.

Average room rates rose 1.9 percent over last year, reaching a rate of \$71.23 during the month of April. Rates in the Northeast region of the country continue to outpace all other regions increasing of 5.6 percent to reach an average rate of \$110.82 for the month. Total sales for properties surveyed increased 5.7 percent on a national level.

In reviewing year-to-date performance by market segment, it is interesting to note that the All-Suite segment has both the highest occupancy rates, 72.1 percent, and the highest average daily rate, \$91.67. Remarkably when looking at performance by hotel size, the breakdown of hotels with over 600 rooms has by far the highest average daily rate \$98.99 and the highest occupancy rate, 72.0 percent. This raises an interesting question about the amount of price elasticity in the hotel industry.

We are pleased to announce the printing of the second annual edition of the WORLDWIDE HOTEL INDUSTRY FLASH 1988. This publication highlights important operating and financial information found in the WORLDWIDE HOTEL INDUSTRY STUDY published later this year. For a copy of this informative report, please contact Laventhol & Horwath's Publications Department at the above address.

SEASONALLY ADJUSTED OCCUPANCY RATES FOR THE MAJOR CLASSIFICATIONS

	This Month	Percentage Changes*
TOTAL U.S.A.	67.1%	-6.7%
AFFILIATION:		
Chain	67.8	-6.9
Independent	63.3	-8.9
CENSUS REGION:		
Northeast	71.2	2.1
North Central	61.1	-2.3
South	64.9	-12.9
West	70.2	-4.6
CENSUS DIVISION:		
New England	68.1	8.6
Middle Atlantic	72.7	0.7
South Atlantic	65.6	-17.7
East North Central	63.7	0.5
East South Central	59.9	6.9
West North Central	57.9	-3.5
West South Central	58.1	-7.4
Mountain	69.1	-10.4
Pacific	69.5	-4.9
LOCATION:		
Center City	65.3	-5.9
Suburban	64.0	-5.0
Airport	68.5	-9.7
Highway	65.8	-7.4
Resort	68.2	-14.3
SIZE:		
Under 150 rooms	65.0	-6.0
150 to 299 rooms	64.5	-8.7
300 to 600 rooms	67.2	-6.8
Over 600 rooms	72.9	-7.0
TYPE:		
Hotel	66.7	-7.5
Motor Hotel	65.6	-8.9
Economy	68.1	-3.5

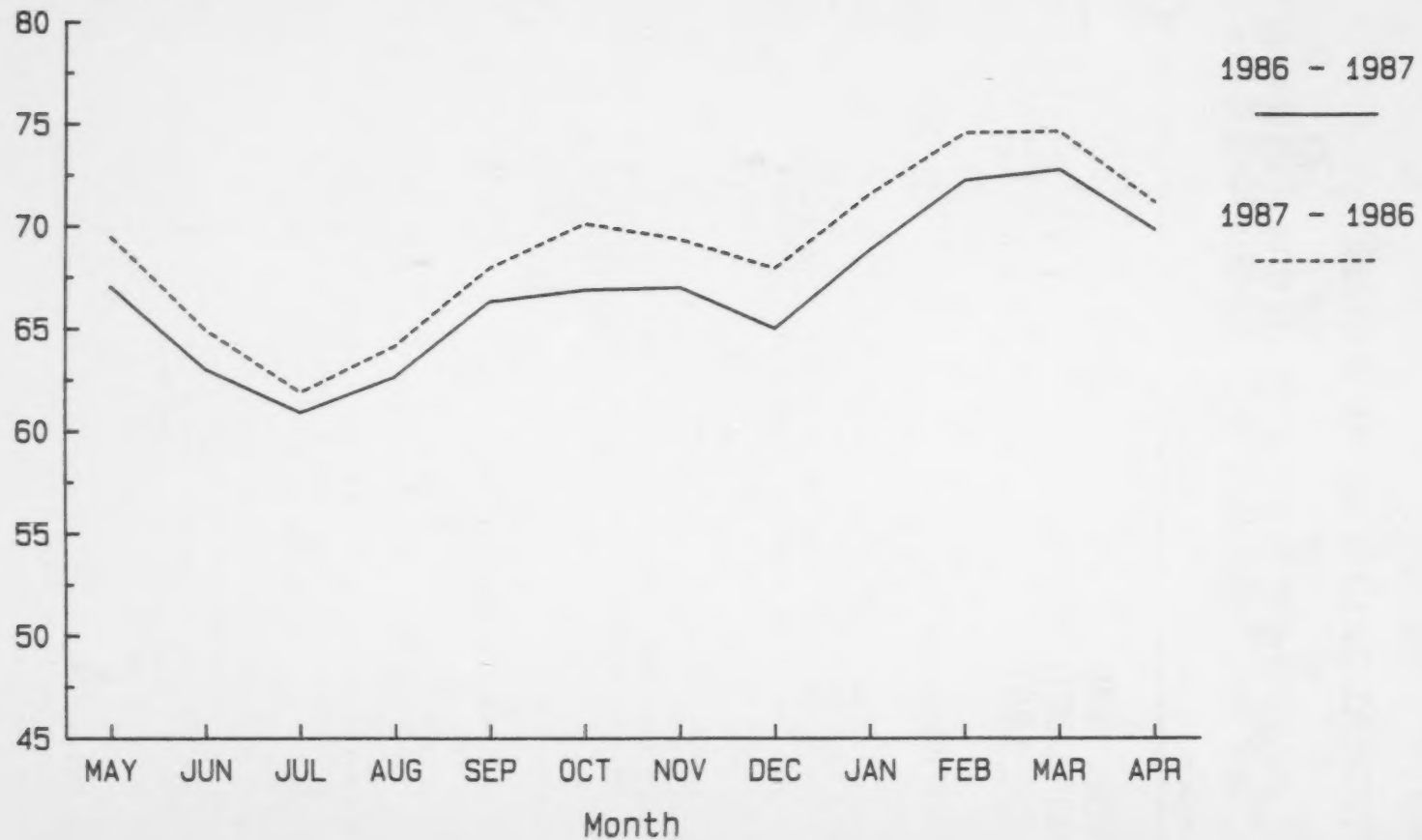
* FROM PREVIOUS MONTH

Mark Lomanno, Director
Nina Savitz, Consultant
Research Division



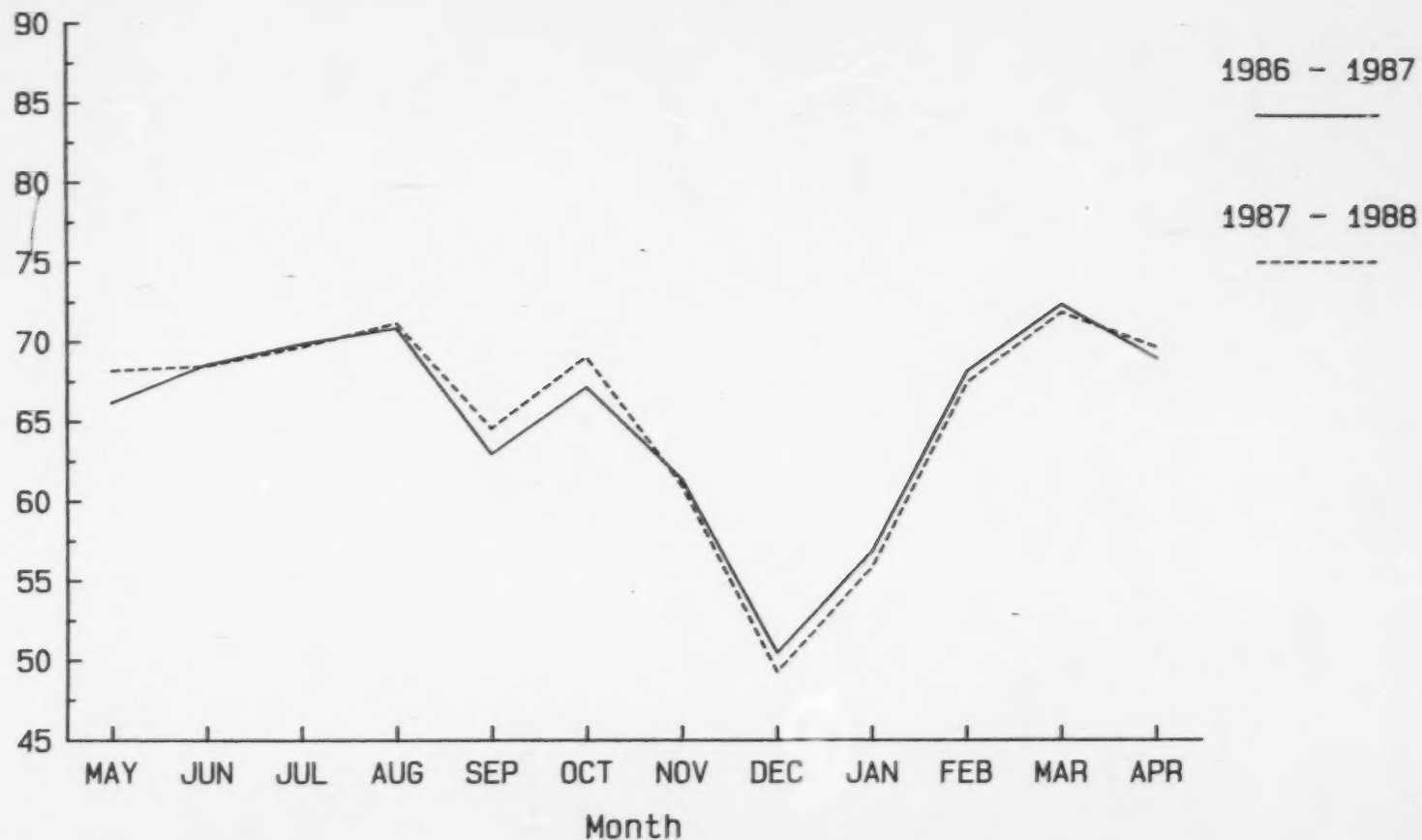
NATIONAL AVERAGE ROOM RATE
MAY 1986 - APRIL 1987
MAY 1987 - APRIL 1988

Average Room Rate



NATIONAL OCCUPANCY RATE
MAY 1986 - APRIL 1987
MAY 1987 - APRIL 1988

Occupancy Rate



APRIL 1988

This article is a continuation of the
Compensation article from the March edition of
The National Trend of Business in The Lodging Industry

Laventhol & Horwath's second annual U.S. Lodging Industry Compensation Study evaluated Employee Benefits in the hotel industry. The findings revealed the percentage of various types of benefits for both on-property employees and executives. As shown in the following chart, the survey indicates that for on-property employees the three most frequently fully paid or partially paid benefits are Health and Accident, Major Medical and Medical/Surgical expenses. The least paid for benefits are Business Travel/Accident, Eyecare and Health Maintenance Organization expenses. Pension and Profit-Sharing Plans is another area that the study examines. It is interesting to note that out of all the hotels surveyed only 12.1 percent have a Qualified Defined Benefit Pension Plan and 9.8 percent have a Qualified Defined Contribution Profit-Sharing Plan.

	Paid Completely	Paid Partially	Not at all
Business Travel/Accident	22.2%	6.3%	52.2%
Dental	18.7	35.0	35.3
Disability, Short-Term	20.4	22.1	42.0
Disability, Long-Term	18.5	21.0	45.0
Eyecare	7.2	17.3	57.8
Health and Accident	30.0	47.8	13.7
Health Maintenance Organization	7.8	17.8	55.6
Life Insurance	8.7	38.9	35.0
Major Medical	31.1	51.1	11.2
Medical/Surgical	29.5	50.2	12.7
Prescription Plan	18.5	39.7	29.7

The benefits for on-property executives were evaluated in addition to on-property employees. The study revealed that 44.6 percent of establishments have a short-term, performance-based management incentive plan for key, on-property executives and 12.6 percent have a short-term plan. The following chart shows the distribution of long-term plans, one of the most frequent being the Incentive Stock Option.

DISTRIBUTION OF LONG-TERM PLANS

Performance Unit/Share Plan	12.6%
Incentive Stock Option	29.1
Nonqualified Stock Option	8.7
Restricted Stock	4.9
Stock Appreciation Rights	3.9
Book Unit/Phantom Stock	1.0
Other	38.8

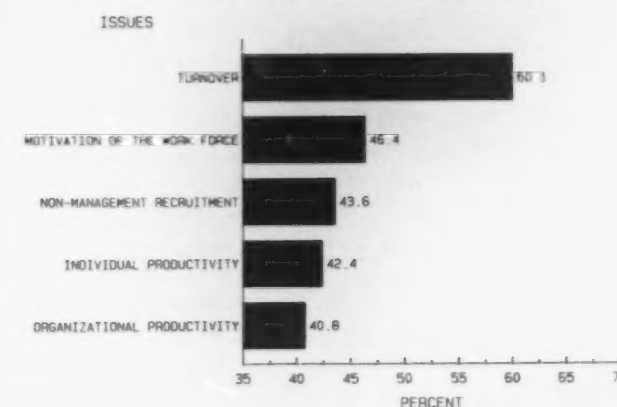
The study also evaluated other benefits for on-property executives such as: professional dues, professional seminars and tuition benefits. The breakdown of the benefits is shown by the following chart:

OTHER BENEFITS FOR KEY ON-PROPERTY EXECUTIVES

	Paid Completely	Paid Partially	Not at all
Automobile	17.7%	7.7%	68.0%
Country Club	6.7	2.9	82.7
Interest-Free Loans	1.7	0.5	89.4
Financial Counseling	1.6	0.9	88.8
Legal Services	2.2	1.1	88.2
Professional Dues	42.9	6.2	44.2
Tuition Benefits	19.3	24.3	49.0
Professional Seminars	63.8	8.3	23.5
Matched Gift Contributions	2.8	2.8	84.9

As part of the Compensation survey, the respondents were asked to rate 21 human resource-related organizational issues in terms of how critical they are to them. The following chart represents the five issues most frequently mentioned as being the most critical; turnover, motivation of the work force, non-management recruitment, individual productivity and organizational productivity.

CHART D
FIVE MOST CRITICAL ISSUES FACING
LODGING PERSONNEL DIRECTORS



There are other areas of concern that are not as crucial to the personnel directors but still merit some consideration. These are issues that are focused on the individual moreso that the establishment as a whole. Issues such as Health and Safety, Individual Career Planning, Absenteeism and the Personal Problems of Employees warrant low percentages in the critical aspects but are still vital to the successful functioning of the directors' organizations.

If you are interested in a more detailed analysis of the Compensation study, contact the Executive Office of Laventhol & Horwath.



ROOMS REPORT - APRIL 1988 COMPARED WITH APRIL 1987

	OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		ROOM SALES PER GUEST		ROOMS PAYROLL PER OCCUPIED ROOM		ROOMS PAYROLL PERCENT OF ROOMS SALES	
	1988	1987	1988	1987	1988	1987	1988	1987	1988	1987	1988	1987
TOTAL	69.7	69.0	68.8	71.2	\$ 71.23	\$ 69.89	\$ 46.95	\$ 44.81	\$ 15.85	\$ 15.62	19.0	19.3
CENSUS REGION:												
Northeast	72.7	72.5	41.2	41.1	\$110.82	\$104.92	\$ 81.31	\$ 76.90	\$ 23.82	\$ 22.24	20.5	20.3
North Central	62.3	61.4	43.5	37.9	54.02	52.54	40.57	40.62	12.36	12.22	20.2	20.7
South	70.5	69.1	83.8	88.2	66.91	66.48	41.35	39.55	14.02	14.15	17.6	18.1
West	69.4	71.0	57.6	60.0	71.69	69.08	47.52	44.31	16.60	16.00	22.0	22.9
CENSUS DIVISION:												
New England	69.7	69.1	33.7	36.3	\$ 86.25	\$ 83.05	\$ 62.70	\$ 60.77	\$ 20.05	\$ 17.99	21.8	20.5
Middle Atlantic	73.7	73.6	42.7	42.1	118.42	111.58	84.83	79.93	24.71	23.27	20.3	20.3
South Atlantic	75.4	74.4	98.7	104.1	71.82	71.13	41.47	39.36	14.30	14.42	16.8	17.3
East North Central	65.0	64.1	39.2	37.5	55.39	53.22	43.96	42.58	13.03	12.48	20.1	20.3
East South Central	61.2	63.3	41.5	157.1	45.28	47.21	35.94	20.81	*	*	*	*
West North Central	58.6	57.6	49.1	38.4	51.90	51.50	36.42	37.98	11.64	11.94	20.4	21.2
West South Central	59.7	57.4	45.3	43.8	53.33	53.72	41.10	41.38	13.38	13.54	21.0	20.9
Mountain	69.6	70.1	68.1	73.4	68.01	62.40	43.85	39.16	16.66	17.28	22.6	25.4
Pacific	69.4	71.1	56.1	58.0	72.26	70.20	48.08	45.17	16.58	15.58	21.8	22.1
AFFILIATION:												
Chain	70.4	69.8	67.5	70.3	\$ 67.66	\$ 66.21	\$ 44.98	\$ 42.91	\$ 14.95	\$ 14.64	18.8	19.1
Independent	67.0	65.9	74.7	75.2	86.51	85.62	54.90	52.64	20.13	20.40	19.6	20.2
LOCATION:												
Center City	68.3	68.8	51.3	53.6	\$ 90.79	\$ 86.16	\$ 62.91	\$ 58.54	\$ 20.20	\$ 19.42	20.3	20.8
Suburban	65.7	64.3	54.6	55.0	58.04	58.01	38.23	37.40	11.69	11.86	18.2	18.6
Airport	70.9	68.3	40.5	43.2	56.41	56.47	43.65	42.89	13.67	12.48	22.3	20.7
Highway	67.6	69.1	87.3	88.1	44.06	43.43	27.14	26.50	8.83	9.22	17.1	18.5
Resort	76.1	73.6	108.1	112.1	87.61	87.74	46.71	44.83	15.91	16.19	16.7	17.2
SIZE:												
Under 150 Rooms	66.2	65.4	68.0	64.3	\$ 49.15	\$ 48.99	\$ 32.78	\$ 32.55	\$ 11.77	\$ 12.32	19.1	20.6
150 - 299 Rooms	67.5	66.6	62.7	63.5	62.79	61.50	40.22	39.17	13.91	13.76	19.4	19.7
300 - 600 Rooms	70.4	69.1	65.9	68.1	76.12	75.44	49.13	46.92	14.89	14.72	18.7	18.9
Over 600 Rooms	76.6	76.9	79.8	85.4	98.86	94.14	57.58	53.05	20.20	19.40	19.1	19.3
TYPE:												
Hotel	70.0	69.1	60.6	63.5	\$ 85.37	\$ 83.94	\$ 55.22	\$ 52.61	\$ 17.57	\$ 17.26	19.5	19.8
Motor Hotel	68.4	67.8	71.3	72.7	46.35	46.07	29.15	28.58	9.15	9.46	17.8	18.3
Economy	67.8	69.0	99.3	98.1	50.30	48.66	35.30	33.83	15.76	14.58	17.8	17.3
All Suites	75.8	73.9	123.4	127.9	89.46	87.00	43.83	40.61	15.97	15.57	16.2	16.8

* Insufficient Response

YEAR TO DATE ROOMS REPORT - AS OF APRIL 1988

	OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		ROOM SALES PER GUEST		ROOMS PAYROLL PER OCCUPIED ROOM		ROOMS PAYROLL PERCENT OF ROOMS SALES	
	1988	1987	1988	1987	1988	1987	1988	1987	1988	1987	1988	1987
TOTAL	66.2	66.7	60.4	61.2	\$ 72.72	\$ 70.80	\$ 49.50	\$ 47.58	\$ 16.68	\$ 16.13	20.2	20.2
CENSUS REGIONS:												
Northeast	66.0	66.2	40.1	38.1	\$108.62	\$102.59	\$ 80.60	\$ 76.95	\$ 25.58	\$ 23.98	23.0	22.9
North Central	56.3	56.9	40.3	40.0	53.82	52.33	41.40	40.22	13.07	12.58	21.9	21.8
South	67.8	67.9	72.6	74.9	68.50	67.33	43.80	42.19	14.34	14.00	18.1	18.1
West	68.1	69.9	53.4	53.2	71.58	69.47	49.66	47.64	16.59	16.41	22.0	22.7
CENSUS DIVISION:												
New England	59.4	59.3	35.3	33.5	\$ 82.06	\$ 78.86	\$ 61.24	\$ 60.50	\$ 21.36	\$ 19.89	25.3	24.8
Middle Atlantic	68.3	68.6	41.0	39.1	116.74	109.73	84.36	80.06	26.73	25.09	22.6	22.5
South Atlantic	72.2	73.7	85.2	87.0	73.71	72.24	43.70	42.08	14.50	14.10	17.3	17.3
East North Central	57.9	58.6	39.2	41.2	55.34	53.65	43.63	41.63	13.76	12.95	21.8	21.3
East South Central	56.2	51.8	34.5	72.8	45.10	45.42	38.17	29.68	11.50	12.21	23.5	25.3
West North Central	53.6	54.1	42.0	38.1	51.13	49.98	37.96	37.91	12.11	12.07	22.1	22.4
West South Central	58.6	56.4	39.3	40.3	55.24	54.62	44.36	43.09	13.95	13.74	20.9	20.9
Mountain	69.2	68.8	65.2	63.1	61.70	58.22	43.28	41.41	15.02	16.45	21.2	24.6
Pacific	67.8	70.1	51.4	51.5	73.51	71.81	50.80	48.77	17.04	16.39	22.2	22.1
AFFILIATION:												
Chain	66.8	67.1	58.1	59.3	\$ 69.41	\$ 67.46	\$ 47.95	\$ 45.95	\$ 15.88	\$ 15.30	20.1	20.1
Independent	63.7	64.6	70.5	69.4	87.63	85.90	55.91	54.46	20.97	20.56	20.7	20.9
LOCATION:												
Center City	64.1	64.0	46.1	45.7	\$ 87.88	\$ 83.79	\$ 62.93	\$ 59.79	\$ 21.27	\$ 20.25	22.5	22.6
Suburban	62.5	62.0	48.5	48.2	58.87	57.58	39.81	38.90	12.83	12.61	20.4	20.4
Airport	70.3	70.1	32.7	36.2	58.69	58.10	47.93	46.06	13.37	12.88	21.1	20.9
Highway	63.7	66.4	79.5	81.0	45.89	44.96	28.92	27.72	10.20	9.92	19.2	19.5
Resort	73.0	73.3	98.4	98.5	93.43	91.82	50.61	49.42	16.15	15.89	16.1	16.3
SIZE:												
Under 150 Rooms	63.0	63.6	65.6	63.4	\$ 49.59	\$ 48.90	\$ 34.15	\$ 33.63	\$ 13.34	\$ 13.00	21.8	22.1
150 - 299 Rooms	63.9	64.4	53.8	54.5	62.17	60.91	42.02	40.78	14.10	13.80	20.5	20.6
300 - 600 Rooms	67.0	66.6	58.6	59.7	78.84	77.09	50.95	49.26	15.32	14.87	19.1	19.0
Over 600 Rooms	72.0	73.0	67.3	68.5	98.99	93.88	60.73	57.07	21.37	20.28	20.8	20.8
TYPE:												
Hotel	66.9	67.1	52.4	53.4	\$ 86.28	\$ 84.00	\$ 58.38	\$ 56.08	\$ 18.43	\$ 17.84	20.6	20.6
Motor Hotel	64.7	65.3	66.0	66.2	46.80	46.25	30.24	29.71	9.91	9.79	19.2	19.2
Economy	61.8	64.1	93.7	91.7	42.70	40.73	29.36	27.57	14.02	12.20	21.9	21.1
All Suites	72.1	71.6	108.5	112.5	91.67	88.98	46.25	43.72	17.06	16.61	16.9	17.1

VARIATION REPORT - APRIL 1988 COMPARED WITH APRIL 1987

	SALES PERCENT CHANGE						SALES PER OCCUPIED ROOM PERCENT CHANGE				PAYROLL PER OCCUPIED ROOM PERCENT CHANGE		
	TOTAL	ROOMS	F&B	FOOD	BEV	OTHER	TOTAL	ROOMS	F&B	OTHER	TOTAL	ROOMS	F&B
TOTAL	5.7	5.9	7.7	8.8	4.7	-3.0	1.7	1.9	4.0	-6.3	1.5	1.5	2.0
CENSUS REGION:													
Northeast	1.1	4.5	4.2	7.0	-3.2	-27.7	2.2	5.6	6.4	-26.5	7.3	7.1	8.7
North Central	5.6	4.8	6.5	7.7	2.9	9.1	3.6	2.8	3.7	7.9	3.2	1.1	1.4
South	5.3	4.9	5.3	5.3	5.1	9.8	1.0	0.6	1.5	5.7	-1.0	-0.9	-1.4
West	11.6	11.1	18.2	19.9	13.2	-2.9	4.2	3.8	9.1	-11.7	1.2	3.8	4.1
CENSUS DIVISION:													
New England	4.3	4.0	-0.2	2.6	-6.6	38.2	4.2	3.9	4.8	41.0	6.0	11.5	9.2
Middle Atlantic	0.4	4.6	5.2	7.8	-2.3	-33.5	1.9	6.1	6.6	-32.5	7.6	6.2	8.5
South Atlantic	5.7	5.5	5.1	4.8	5.8	11.2	1.2	1.0	1.4	6.8	-0.9	-0.8	-1.3
East North Central	5.9	5.7	5.5	6.5	2.6	9.2	4.2	4.1	5.1	9.3	5.9	4.4	3.9
East South Central	-10.6	-7.3	-17.5	-17.8	-15.7	-20.1	-7.5	-4.1	-10.0	-16.8	*	*	-8.6
West North Central	5.1	3.2	7.7	9.2	3.3	8.8	2.6	0.8	1.7	5.8	-	-2.5	-1.6
West South Central	4.0	2.9	6.8	7.9	3.2	4.3	0.3	-0.7	2.2	0.5	-1.2	-1.2	-1.6
Mountain	-1.3	8.1	-	1.8	-3.9	-11.1	-0.5	9.0	-0.8	-11.6	-1.1	-3.6	-4.2
Pacific	15.3	11.6	22.8	24.0	19.0	27.2	6.3	2.9	11.8	12.6	4.9	6.4	8.8
AFFILIATION:													
Chain	5.6	6.2	7.8	8.7	5.2	-7.5	1.6	2.2	4.0	-10.6	2.4	2.1	3.3
Independent	6.2	4.9	7.6	9.2	3.4	12.0	2.3	1.0	3.8	7.9	-1.8	-1.3	-1.9
LOCATION:													
Center City	6.9	8.2	-9.8	11.8	3.7	-14.8	4.0	5.4	7.7	-15.8	5.2	4.0	7.3
Suburban	8.1	7.7	8.4	9.7	4.5	12.2	0.4	0.1	-0.1	4.6	-2.0	-1.4	-4.1
Airport	5.0	6.1	3.1	4.2	-0.3	1.0	-1.1	-0.1	-1.4	-4.7	6.0	9.5	4.5
Highway	3.4	1.6	10.8	9.8	13.2	6.5	3.3	1.5	9.6	3.1	-5.4	-4.2	-1.3
Resort	4.4	4.1	5.8	5.8	5.9	2.3	0.1	-0.1	2.3	-1.0	-1.3	-1.7	-3.3
SIZE:													
Under 150 Rooms	5.2	4.9	6.3	7.3	3.9	7.7	0.6	0.3	4.2	4.8	-1.9	-4.5	-1.5
150 - 299 Rooms	6.8	6.5	7.1	8.0	4.5	9.3	2.4	2.1	3.1	4.8	-0.6	1.1	-1.8
300 - 600 Rooms	8.8	7.2	11.6	12.7	8.2	11.7	2.4	0.9	4.0	5.2	1.2	1.2	2.8
Over 600 Rooms	1.7	4.3	4.0	5.0	1.4	-15.9	2.4	5.0	5.5	-15.5	4.3	4.1	4.8
TYPE:													
Hotel	5.6	6.4	7.4	8.3	4.5	-6.8	0.9	1.7	3.5	-10.2	1.7	1.8	2.2
Motor Hotel	3.5	2.4	7.1	7.8	5.3	11.2	1.7	0.6	4.3	7.9	-1.8	-3.3	2.3
Economy	12.6	11.3	16.5	25.5	-1.2	21.7	4.6	3.4	9.2	18.8	5.5	8.2	1.9
All Suites	9.6	8.5	10.9	11.5	9.5	17.3	3.9	2.8	6.0	13.9	2.0	2.6	-3.4

* Insufficient Response

- No Change

YEAR TO DATE VARIATION REPORT - AS OF APRIL 1988

	SALES PERCENT CHANGE						SALES PER OCCUPIED ROOM PERCENT CHANGE				PAYROLL PER OCCUPIED ROOM PERCENT CHANGE		
	TOTAL	ROOMS	F&B	FOOD	BEV	OTHER	TOTAL	ROOMS	F&B	OTHER	TOTAL	ROOMS	F&B
TOTAL	5.4	6.0	4.0	5.3	0.4	5.6	2.2	2.7	2.0	4.3	3.4	3.4	3.2
CENSUS REGION:													
Northeast	4.0	5.5	1.9	3.8	-3.0	-0.5	4.4	5.9	2.5	-0.1	6.5	6.7	5.9
North Central	3.2	2.3	3.8	5.6	-0.9	9.6	3.8	2.5	4.3	10.5	5.2	3.9	4.6
South	4.7	5.2	2.8	4.1	-0.6	7.5	1.3	1.7	0.7	5.9	2.5	2.4	1.3
West	9.8	10.2	9.2	9.7	7.8	6.9	2.6	3.0	3.7	2.6	0.3	1.1	3.7
CENSUS DIVISION:													
New England	5.7	5.1	1.4	3.4	-3.4	33.3	4.7	4.1	1.5	32.4	4.3	7.4	3.2
Middle Atlantic	3.6	5.6	2.0	3.9	-2.9	-7.3	4.4	6.4	2.9	-6.6	7.1	6.5	6.8
South Atlantic	4.6	5.0	2.7	4.1	-1.1	8.1	1.6	2.0	1.6	7.7	2.5	2.8	1.8
East North Central	3.6	2.6	4.2	6.0	-0.5	10.7	4.2	3.2	5.0	11.9	7.6	6.3	7.1
East South Central	5.6	7.8	1.5	1.5	-0.1	1.1	-2.7	-0.7	-3.4	-7.5	-8.2	-5.8	-9.4
West North Central	2.5	1.7	3.3	5.0	-1.3	6.9	3.1	2.3	3.2	7.4	1.4	0.3	0.8
West South Central	4.9	5.6	3.2	4.0	0.9	5.2	0.5	1.1	-1.4	0.2	2.6	1.5	0.2
Mountain	2.9	7.6	-3.1	-1.6	-6.7	-1.7	1.3	6.0	-6.3	-4.5	-5.3	-8.7	-6.6
Pacific	11.2	10.6	12.0	12.0	11.9	17.0	2.9	2.4	6.0	11.8	2.4	4.0	7.8
AFFILIATION:													
Chain	5.4	6.1	3.8	5.0	0.4	4.3	2.2	2.9	1.8	2.9	3.6	3.8	3.2
Independent	5.5	5.4	4.7	6.2	0.4	9.4	2.1	2.0	2.8	8.3	2.4	2.0	2.8
LOCATION:													
Center City	6.7	7.8	5.1	6.6	0.7	2.6	3.8	4.9	2.9	1.9	5.8	5.0	5.8
Suburban	10.1	10.4	8.5	9.7	4.9	15.1	2.0	2.2	1.4	8.6	1.1	1.7	0.6
Airport	4.4	5.4	1.7	3.3	-2.6	5.1	-	1.0	1.1	3.9	2.0	3.8	1.5
Highway	2.9	2.5	4.2	4.1	4.3	4.8	2.5	2.1	5.7	6.7	0.5	2.8	0.9
Resort	2.7	2.8	1.3	2.5	-1.9	6.1	1.6	1.8	0.6	5.8	1.8	1.6	0.8
SIZE:													
Under 150 Rooms	3.7	4.2	0.1	1.5	-3.2	8.3	0.9	1.4	1.3	9.4	4.1	2.6	0.2
150 - 299 Rooms	4.8	6.2	1.3	2.4	-1.6	5.3	0.8	2.1	-0.4	4.0	1.3	2.2	-0.4
300 - 600 Rooms	8.5	8.5	7.3	8.5	3.5	14.3	2.2	2.3	1.4	9.8	2.3	3.0	2.6
Over 600 Rooms	3.0	3.7	2.9	4.2	-0.8	-1.4	4.8	5.4	5.0	-0.1	6.0	5.4	6.6
TYPE:													
Hotel	5.4	6.2	3.9	5.1	0.3	4.7	1.9	2.7	1.8	2.9	3.2	3.3	2.9
Motor Hotel	3.0	2.6	3.8	5.2	0.1	6.3	1.5	1.2	3.0	6.5	2.4	1.2	3.6
Economy	10.8	11.1	11.4	15.5	2.7	2.5	4.6	4.8	8.1	4.9	12.7	14.9	8.7
All Suites	9.3	10.0	5.0	6.0	2.5	15.5	2.4	3.0	-0.6	11.3	2.9	2.7	2.2

- No Change

TREND REPORT APRIL 1988 COMPARED WITH APRIL 1987

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	APR	% CHG	APR	% CHG	APR	% CHG	APR	% CHG
TOTAL	5.7	5.9	7.7	-3.0	69.7	1.0	68.8	-3.4	\$ 71.23	1.9	\$108.88	1.7
CENSUS REGION:												
Northeast	1.1	4.5	4.2	-27.7	72.7	0.3	41.2	0.2	\$110.82	5.6	\$180.96	2.2
North Central	5.6	4.8	6.5	9.1	62.3	1.5	43.5	14.8	54.02	2.8	88.89	3.6
South	5.3	4.9	5.3	9.8	70.5	2.0	83.8	-5.0	66.91	0.6	96.98	1.0
West	11.6	11.1	18.2	-2.9	69.4	-2.3	57.6	-4.0	71.69	3.8	117.81	4.2
CENSUS DIVISION:												
New England	4.3	4.0	-0.2	38.2	69.7	0.9	33.7	-7.2	\$ 86.25	3.9	\$135.53	4.2
Middle Atlantic	0.4	4.6	5.2	-33.5	73.7	0.1	42.7	1.4	118.42	6.1	195.02	1.9
South Atlantic	5.7	5.5	5.1	11.2	75.4	1.3	98.7	-5.2	71.82	1.0	103.73	1.2
East North Central	5.7	5.7	5.5	9.2	65.0	1.4	39.2	4.5	55.39	4.1	88.75	4.2
East South Central	-10.6	-7.3	-17.5	-20.1	61.2	-3.3	41.5	-73.6	45.28	-4.1	64.15	-7.5
West North Central	5.1	3.2	7.7	8.8	58.6	1.7	49.1	27.9	51.90	0.8	89.11	2.6
West South Central	4.0	2.9	6.8	4.3	59.7	4.0	45.3	3.4	53.33	-0.7	78.44	0.3
Mountain	-1.3	8.1	-	-11.1	69.6	-0.7	68.1	-7.2	68.01	9.0	172.72	-0.5
Pacific	15.3	11.6	22.8	27.2	69.4	-2.4	56.1	-3.3	72.26	2.9	109.35	6.3
AFFILIATION:												
Chain	5.6	6.2	7.8	-7.5	70.4	0.9	67.5	-4.0	\$ 67.66	2.2	\$101.78	1.6
Independent	6.2	4.9	7.6	12.0	67.0	1.7	74.7	-0.7	86.51	1.0	139.25	2.3
LOCATION:												
Center City	6.9	8.2	9.8	-14.8	68.3	-0.7	51.3	-4.3	\$ 90.79	5.4	\$144.82	4.0
Suburban	8.1	7.7	8.4	12.2	65.7	2.2	54.6	-0.7	58.04	0.1	85.58	0.4
Airport	5.0	6.1	3.1	1.0	70.9	3.8	40.5	-6.3	56.41	-0.1	83.11	-1.1
Highway	3.4	1.5	10.8	6.5	67.6	-2.2	87.3	-0.9	44.06	1.5	57.44	3.3
Resort	4.4	4.1	5.8	2.3	76.1	3.4	108.1	-3.6	87.61	-0.1	138.57	0.1
SIZE:												
Under 150 Rooms	5.2	4.9	6.3	7.7	66.2	1.2	68.0	2.6	\$ 49.15	0.3	\$ 61.30	0.6
150 - 299 Rooms	6.8	6.5	7.1	9.3	67.5	1.4	62.7	-1.3	62.79	2.1	90.40	2.4
300 - 600 Rooms	8.8	7.2	11.6	11.7	70.4	1.9	65.9	-3.2	76.12	0.9	121.89	2.4
Over 600 Rooms	1.7	4.3	4.0	-15.9	76.6	-0.4	79.8	-6.6	98.86	5.0	164.92	2.4
TYPE:												
Motel	5.6	6.4	7.4	-6.8	70.0	1.3	60.8	-4.3	\$ 85.37	1.7	\$139.88	0.9
Motor Hotel	3.5	2.4	7.1	11.2	68.4	0.9	71.3	-2.2	46.35	0.6	59.69	1.7
Economy	12.6	11.3	16.5	21.7	67.8	-1.7	99.3	1.2	50.30	3.4	64.97	4.6
All Suites	9.6	8.5	10.9	17.3	75.8	2.6	123.4	-3.5	89.46	2.8	121.77	3.9

YEAR TO DATE TREND REPORT - AS OF APRIL 1988

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	APR	% CHG	APR	% CHG	APR	% CHG	APR	% CHG
TOTAL	5.4	6.0	4.0	5.6	66.2	-0.7	60.4	-1.3	\$ 72.72	2.7	\$109.37	2.2
CENSUS REGION:												
Northeast	4.0	5.5	1.9	-0.5	66.0	-0.3	40.1	5.2	\$108.62	5.9	\$167.23	4.4
North Central	3.2	2.3	3.8	9.6	56.3	-1.1	40.3	0.8	53.82	2.8	89.46	3.8
South	4.7	5.2	2.8	7.5	67.8	-0.1	72.6	-3.1	68.50	1.7	100.30	1.3
West	9.8	10.2	9.2	6.9	68.1	-2.6	53.4	0.4	71.58	3.0	107.99	2.6
CENSUS DIVISION:												
New England	5.7	5.1	1.4	33.3	59.4	0.2	35.3	5.4	\$ 82.06	4.1	\$139.25	4.7
Middle Atlantic	3.6	5.6	2.0	-7.3	68.3	-0.4	41.0	4.9	116.74	6.4	175.79	4.4
South Atlantic	4.6	5.0	2.7	8.1	72.2	-2.0	85.2	-2.1	73.71	2.0	108.09	1.6
East North Central	3.6	2.6	4.2	10.7	57.9	-1.2	39.2	-4.9	55.34	3.2	89.86	4.2
East South Central	5.6	7.8	1.5	1.1	56.2	8.5	34.5	-52.6	45.10	-0.7	65.85	-2.7
West North Central	2.5	1.7	3.3	6.9	53.6	-0.9	42.0	10.2	51.13	2.3	88.76	3.1
West South Central	4.9	5.6	3.2	5.2	58.6	3.9	39.3	-2.5	55.24	1.1	81.20	0.5
Mountain	2.9	7.6	-3.1	-1.7	69.2	0.6	65.2	3.3	61.70	6.0	109.40	1.3
Pacific	11.2	10.6	12.0	17.0	67.8	-3.3	51.4	-0.2	73.51	2.4	107.71	2.9
AFFILIATION:												
Chain	5.4	6.1	3.8	4.3	66.8	-0.4	58.1	-2.0	\$ 69.41	2.9	\$102.68	2.2
Independent	5.5	5.4	4.7	9.4	63.7	-1.4	70.5	1.6	87.63	2.0	139.59	2.1
LOCATION:												
Center City	6.7	7.8	5.1	2.6	64.1	0.2	46.1	0.9	\$ 87.88	4.9	\$134.54	3.8
Suburban	10.1	10.4	8.5	15.1	62.5	0.8	48.5	0.6	58.87	2.2	87.28	2.0
Airport	4.4	5.4	1.7	5.1	70.3	0.3	32.7	-9.7	58.69	1.0	85.76	-
Highway	2.9	2.5	4.2	4.8	63.7	-4.1	79.5	-1.9	45.89	2.1	61.29	2.5
Resort	2.7	2.8	1.3	6.1	73.0	-0.4	98.4	-0.1	53.43	1.8	145.93	1.6
SIZE:												
Under 150 Rooms	3.7	4.2	0.1	8.3	63.0	-0.9	65.6	3.5	\$ 49.59	1.4	\$ 61.09	0.9
150 - 299 Rooms	4.8	6.2	1.3	5.3	63.9	-0.8	53.8	-1.3	62.17	2.1	90.11	0.8
300 - 600 Rooms	8.5	8.5	7.3	14.3	67.0	0.6	58.6	-1.8	78.84	2.3	125.16	2.2
Over 600 Rooms	3.0	3.7	2.9	-1.4	72.0	-1.4	67.3	-1.8	98.99	5.4	155.99	4.8
TYPE:												
Hotel	5.4	6.2	3.9	4.7	66.9	-0.3	52.4	-1.9	\$ 86.28	2.7	\$137.10	1.9
Motor Hotel	3.0	2.6	3.6	6.3	64.7	-0.9	66.0	-0.3	46.80	1.2	61.22	1.5
Economy	10.8	11.1	11.4	2.5	61.8	-3.6	93.7	2.2	42.70	4.8	50.46	4.6
All Suites	9.3	10.0	5.0	15.5	72.1	0.7	108.5	-3.6	91.67	3.0	123.94	2.4
- No Change												

FOOD AND BEVERAGE REPORT - APRIL 1988 COMPARED WITH APRIL 1987

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1988	1987	1988	1987	1988	1987	1988	1987	1988	1987	1988	1987	% CHG
TOTAL	\$ 46.35	\$ 44.57	\$ 12.21	\$ 11.35	0.30	0.32	0.21	0.21	43.3	44.2	\$ 7.17	\$ 6.88	2.1
CENSUS REGION													
Northeast	\$ 63.76	\$ 59.95	\$ 17.70	\$ 16.39	0.28	0.28	0.21	0.20	48.1	47.1	\$ 11.42	\$ 10.58	-1.1
North Central	44.17	42.98	8.98	8.57	0.31	0.32	0.22	0.22	41.1	42.0	5.01	5.07	1.6
South	39.47	39.38	11.20	10.56	0.31	0.32	0.22	0.22	40.3	41.8	5.99	5.85	-0.9
West	54.04	49.55	11.95	10.66	0.31	0.34	0.22	0.22	47.4	50.4	7.44	7.04	11.9
CENSUS DIVISION													
New England	\$ 57.73	\$ 55.07	\$ 13.18	\$ 12.50	0.30	0.32	0.24	0.24	51.5	49.4	\$ 9.50	\$ 8.88	-2.9
Middle Atlantic	65.14	61.11	18.96	17.50	0.27	0.28	0.20	0.19	47.4	46.6	11.96	11.07	-0.6
South Atlantic	42.98	42.37	11.57	10.87	0.31	0.32	0.22	0.22	39.1	40.5	5.98	5.80	-1.2
East North Central	42.27	40.23	8.45	8.12	0.32	0.33	0.23	0.23	44.0	43.7	5.38	5.32	0.8
East South Central	30.62	34.04	*	*	*	*	0.26	0.24	*	*	*	*	-31.3
West North Central	46.86	46.09	9.48	9.00	0.31	0.32	0.20	0.20	37.7	40.0	4.72	4.87	1.2
West South Central	32.35	31.65	10.16	9.75	0.31	0.32	0.21	0.22	45.2	47.2	6.11	6.16	1.5
Mountain	62.11	62.60	11.49	9.96	0.32	0.38	0.21	0.20	45.1	46.7	6.43	6.34	-3.3
Pacific	52.64	47.08	12.00	10.77	0.31	0.33	0.22	0.23	48.4	52.5	7.66	7.23	14.1
AFFILIATION:													
Chain	\$ 41.42	\$ 39.81	\$ 11.68	\$ 10.85	0.30	0.31	0.21	0.21	42.4	43.1	\$ 6.78	\$ 6.49	2.4
Independent	68.95	66.44	14.33	13.34	0.31	0.33	0.23	0.23	45.8	47.7	9.07	8.69	0.6
LOCATION:													
Center City	\$ 54.11	\$ 50.22	\$ 15.09	\$ 13.48	0.28	0.29	0.21	0.20	47.3	48.2	\$ 9.64	\$ 8.86	0.7
Suburban	41.14	41.19	10.54	10.14	0.32	0.33	0.22	0.23	40.8	42.1	5.74	5.72	5.6
Airport	35.17	35.68	9.25	8.99	0.32	0.32	0.21	0.21	44.5	42.4	5.60	5.17	0.3
Highway	26.48	24.17	7.85	7.57	0.32	0.34	0.21	0.23	36.1	40.0	3.51	3.68	3.9
Resort	53.93	52.73	12.18	11.54	0.32	0.34	0.22	0.22	38.9	40.6	5.91	6.06	2.3
SIZE:													
Under 150 Rooms	\$ 41.07	\$ 39.43	\$ 9.80	\$ 9.24	0.34	0.36	0.25	0.26	40.4	43.4	\$ 5.69	\$ 5.67	1.3
150 - 299 Rooms	37.52	36.39	10.44	9.86	0.32	0.35	0.23	0.24	42.7	44.7	6.02	6.01	1.3
300 - 600 Rooms	46.92	45.13	12.05	11.16	0.30	0.31	0.23	0.23	43.1	43.7	6.94	6.61	5.0
Over 600 Rooms	56.81	53.85	15.37	14.04	0.28	0.30	0.18	0.18	44.2	44.7	9.40	8.68	-2.4
TYPE:													
Hotel	\$ 52.86	\$ 51.06	\$ 12.95	\$ 11.95	0.30	0.31	0.21	0.21	44.5	45.3	\$ 7.76	\$ 7.33	1.0
Motor Hotel	23.66	22.68	7.26	7.20	0.34	0.36	0.23	0.24	37.1	37.7	3.72	3.75	6.1
Economy	54.05	49.49	23.87	19.54	0.23	0.26	0.17	0.13	43.6	46.8	15.49	15.26	3.1
All Suites	48.93	46.17	13.68	12.98	0.31	0.33	0.24	0.24	35.1	38.3	6.77	6.93	5.5

* Insufficient Response

YEAR TO DATE FOOD AND BEVERAGE REPORT - AS OF APRIL 1988

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1988	1987	1988	1987	1988	1987	1988	1987	1988	1987	1988	1987	% CHG
TOTAL	\$ 43.11	\$ 42.25	\$ 11.75	\$ 11.17	0.31	0.32	0.22	0.22	47.5	47.1	\$ 7.74	\$ 7.38	0.6
CENSUS REGION													
Northeast	\$ 52.05	\$ 50.76	\$ 15.45	\$ 14.90	0.30	0.30	0.22	0.21	56.0	54.2	\$ 11.90	\$ 11.31	-0.1
North Central	41.37	39.67	9.06	8.78	0.32	0.33	0.22	0.22	46.3	46.1	5.73	5.61	1.0
South	38.81	38.54	11.23	10.62	0.31	0.32	0.22	0.22	43.5	43.5	6.73	6.41	-1.6
West	48.97	47.21	11.72	10.95	0.32	0.33	0.21	0.22	49.2	49.1	7.72	7.33	6.2
CENSUS DIVISION													
New England	\$ 54.38	\$ 53.59	\$ 12.57	\$ 12.46	0.33	0.34	0.25	0.25	57.8	56.6	\$ 10.52	\$ 10.46	2.0
Middle Atlantic	51.39	49.96	16.35	15.64	0.29	0.29	0.21	0.20	55.5	53.5	12.32	11.57	-0.8
South Atlantic	41.45	40.81	11.80	11.11	0.31	0.32	0.22	0.22	41.8	41.9	6.75	6.44	-1.8
East North Central	39.97	38.07	8.98	8.48	0.33	0.34	0.23	0.23	48.3	47.3	6.17	5.85	0.1
East South Central	28.44	29.44	7.75	6.71	0.32	0.34	0.25	0.24	35.5	37.0	3.86	4.49	-12.0
West North Central	43.71	42.35	9.29	9.19	0.31	0.32	0.21	0.21	43.5	44.3	5.21	5.31	2.1
West South Central	32.20	32.65	9.85	9.49	0.32	0.33	0.22	0.22	49.5	48.9	6.77	6.43	-0.8
Mountain	55.19	58.92	13.28	12.01	0.32	0.37	0.21	0.20	44.6	44.7	6.98	6.70	-
Pacific	47.93	45.20	11.54	10.82	0.31	0.32	0.22	0.22	51.0	51.1	7.88	7.48	7.0
AFFILIATION													
Chain	\$ 38.69	\$ 38.00	\$ 11.25	\$ 10.71	0.31	0.32	0.21	0.21	47.5	46.9	\$ 7.43	\$ 7.11	0.8
Independent	65.07	63.30	13.85	13.06	0.32	0.33	0.22	0.23	47.9	47.7	9.22	8.67	-0.1
LOCATION													
Center City	\$ 45.92	\$ 44.61	\$ 13.53	\$ 12.87	0.30	0.30	0.22	0.21	54.4	53.5	\$ 10.11	\$ 9.54	1.3
Suburban	39.54	38.99	9.68	9.29	0.33	0.34	0.23	0.24	45.0	45.4	5.99	5.85	5.4
Airport	33.56	33.21	9.73	9.25	0.32	0.33	0.21	0.21	45.4	44.9	5.96	5.73	-2.0
Highway	28.44	26.91	8.30	7.75	0.33	0.34	0.22	0.22	41.7	43.6	4.37	4.26	-3.6
Resort	53.80	53.48	12.79	12.11	0.32	0.33	0.21	0.22	40.4	40.0	6.83	6.53	-1.0
SIZE													
Under 150 Rooms	\$ 41.09	\$ 40.56	\$ 9.10	\$ 8.80	0.36	0.36	0.25	0.26	42.8	43.7	\$ 5.35	\$ 5.29	-1.0
150 - 299 Rooms	34.96	35.09	9.65	9.42	0.34	0.35	0.23	0.23	46.5	46.2	6.23	6.11	-0.7
300 - 600 Rooms	44.78	44.17	11.95	11.50	0.31	0.32	0.23	0.23	46.5	46.0	7.57	7.30	4.2
Over 600 Rooms	49.71	47.34	14.22	12.97	0.29	0.30	0.19	0.19	50.1	49.3	9.96	9.14	-3.1
TYPE													
Hotel	\$ 48.14	\$ 47.28	\$ 12.35	\$ 11.68	0.31	0.32	0.21	0.21	49.0	48.5	\$ 8.34	\$ 7.92	0.2
Motor Hotel	23.69	23.00	7.43	7.25	0.34	0.35	0.23	0.24	40.3	39.9	4.07	4.03	2.5
Economy	39.92	36.92	22.05	18.28	0.27	0.28	0.18	0.16	49.7	49.6	16.10	14.03	-3.9
All Suites	50.91	51.24	14.69	14.35	0.32	0.33	0.24	0.24	38.5	38.4	7.85	7.55	2.3

- No Change

TWELVE MONTH ROOMS REPORT - AS OF APRIL 1988

	OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		ROOM SALES PER GUEST		ROOMS PAYROLL PER OCCUPIED ROOM		ROOMS PAYROLL PERCENT OF ROOMS SALES	
	1988	1987	1988	1987	1988	1987	1988	1987	1988	1987	1988	1987
TOTAL	65.5	65.3	62.0	61.1	\$ 68.62	\$ 66.52	\$ 46.03	\$ 44.74	\$ 15.85	\$ 15.45	20.7	20.9
CENSUS REGION:												
Northeast	74.1	74.5	45.8	43.2	\$107.16	\$101.38	\$ 75.89	\$ 72.90	\$ 22.98	\$ 21.90	21.0	21.1
North Central	61.1	61.6	42.8	42.5	53.74	51.65	39.98	38.50	12.05	11.69	20.3	20.5
South	63.7	63.0	76.3	76.5	62.16	61.02	38.77	37.95	14.22	14.02	20.1	20.3
West	67.4	67.7	55.0	53.3	66.75	64.51	45.83	44.63	15.13	14.84	22.4	22.8
CENSUS DIVISION:												
New England	68.1	67.8	42.9	40.2	\$ 83.50	\$ 78.97	\$ 59.33	\$ 57.65	\$ 18.80	\$ 17.75	22.1	22.2
Middle Atlantic	75.8	76.3	46.3	43.7	112.90	106.71	78.43	75.18	23.89	22.78	20.9	21.0
South Atlantic	67.9	67.2	89.0	89.3	66.06	64.37	37.94	36.80	14.62	14.37	19.8	20.1
East North Central	63.1	63.6	41.8	41.6	55.77	52.87	42.39	40.13	12.63	12.07	20.2	20.4
East South Central	61.4	60.0	33.6	56.9	46.90	46.02	39.57	32.87	9.93	9.99	19.8	20.5
West North Central	56.0	58.5	44.3	43.9	50.31	49.61	36.37	36.05	11.18	11.17	20.5	20.7
West South Central	55.9	55.0	45.4	43.5	53.70	53.86	41.48	41.99	13.37	13.27	20.9	20.8
Mountain	59.9	61.1	51.6	50.2	50.59	49.17	36.47	35.99	13.76	13.93	25.4	26.2
Pacific	69.7	69.8	55.8	54.0	71.01	68.82	47.94	46.65	15.64	15.18	21.6	21.8
AFFILIATION:												
Chain	65.9	65.6	59.8	58.9	\$ 66.25	\$ 64.21	\$ 45.17	\$ 43.91	\$ 15.03	\$ 14.64	20.3	20.5
Independent	63.7	67.7	71.7	70.7	79.66	77.27	49.58	48.14	20.34	19.92	22.8	22.9
LOCATION:												
Center City	66.0	65.4	48.9	47.8	\$ 85.93	\$ 82.50	\$ 60.53	\$ 58.33	\$ 19.29	\$ 18.71	21.2	21.5
Suburban	62.9	62.6	50.9	49.4	56.92	55.51	38.32	37.74	12.37	12.19	20.5	20.7
Airport	66.7	66.3	35.1	34.3	56.53	55.56	44.44	43.84	12.49	12.10	21.0	20.9
Highway	63.7	64.7	81.3	80.2	43.01	42.11	26.18	25.74	9.84	9.68	20.5	21.0
Resort	68.4	67.7	102.5	102.4	80.79	78.31	42.22	40.92	16.49	16.07	19.6	19.8
SIZE:												
Under 150 Rooms	62.9	63.5	67.1	65.4	\$ 46.95	\$ 45.81	\$ 31.05	\$ 30.40	\$ 12.96	\$ 12.55	24.5	24.6
150 - 299 Rooms	62.9	62.7	55.5	54.4	58.21	57.08	38.95	38.50	13.35	13.14	21.2	21.3
300 - 600 Rooms	65.4	64.4	61.8	61.4	74.55	72.20	47.14	45.69	15.01	14.81	19.9	20.3
Over 600 Rooms	71.9	71.7	66.2	65.2	92.35	88.41	57.31	55.03	19.72	18.91	20.6	20.6
TYPE:												
Hotel	66.9	66.5	54.8	54.4	\$ 82.25	\$ 79.65	\$ 54.50	\$ 52.75	\$ 17.59	\$ 17.15	20.8	21.0
Motor Hotel	62.7	63.1	68.6	67.0	45.39	44.61	28.58	28.25	9.86	9.65	19.9	20.0
Economy	63.2	64.2	85.8	85.6	36.78	35.26	24.79	23.37	12.24	11.27	27.9	27.2
All Suites	68.9	66.3	114.9	111.8	80.08	77.38	39.01	38.38	16.75	16.71	19.6	20.2

TWELVE-MONTH VARIATION REPORT - AS OF APRIL, 1988

	SALES PERCENT CHANGE						SALES PER OCCUPIED ROOM PERCENT CHANGE				PAYROLL PER OCCUPIED ROOM PERCENT CHANGE		
	TOTAL	ROOMS	F&B	FOOD	BEV	OTHER	TOTAL	ROOMS	F&B	OTHER	TOTAL	ROOMS	F&B
TOTAL	4.4	5.0	2.5	3.8	-0.9	6.2	2.5	3.2	1.3	5.2	2.5	2.6	1.2
CENSUS REGION													
Northeast	5.0	5.4	4.5	6.3	-0.3	3.6	5.4	5.7	5.1	3.8	6.1	4.9	6.3
North Central	3.3	3.7	1.9	2.9	-0.8	7.5	3.7	4.0	2.6	7.4	3.6	3.1	2.2
South	3.4	4.2	5.7	2.0	-3.0	7.8	1.1	1.9	-1.2	6.3	5.9	1.4	-1.5
West	6.4	7.2	4.9	5.4	3.1	4.7	2.7	2.5	2.7	2.9	1.1	2.0	0.6
CENSUS DIVISION													
New England	6.4	7.1	2.7	4.3	-1.5	21.3	5.1	5.7	2.3	20.5	4.7	5.9	3.4
Middle Atlantic	4.7	5.1	5.0	6.8	0.1	0.6	5.5	5.8	5.7	1.2	6.4	4.8	7.0
South Atlantic	4.4	5.2	1.4	2.6	-1.9	9.2	1.8	2.6	-0.4	8.0	0.6	1.7	-0.5
East North Central	5.1	5.4	-4.2	5.1	1.8	7.1	5.2	5.5	3.5	6.4	5.3	5.1	5.2
East South Central	4.5	4.7	4.1	5.4	-0.5	3.0	1.7	1.9	2.1	0.4	-11.4	-0.6	-23.0
West North Central	0.1	0.5	-1.6	-0.5	-5.0	6.8	1.0	1.8	-0.4	9.2	0.9	0.1	-2.3
West South Central	0.7	1.5	-1.5	5.2	-6.2	2.4	-1.1	-0.3	-3.4	0.5	1.9	0.8	-3.3
Mountain	0.5	1.4	-1.5	0.1	-5.4	1.3	2.0	2.9	-1.1	0.3	-1.4	-1.2	-3.1
Pacific	7.7	8.4	6.3	6.6	5.3	6.2	2.6	3.2	3.4	4.1	2.0	3.0	2.0
AFFILIATION													
Chain	4.4	5.1	2.3	3.6	-1.4	6.0	2.5	3.2	1.0	4.9	2.7	2.7	1.2
Independent	4.5	4.9	3.2	4.2	0.4	6.9	2.7	3.1	2.0	6.3	1.9	2.1	1.4
LOCATION:													
Center City	4.6	5.3	3.2	4.5	-0.4	4.3	3.5	4.2	2.3	3.7	4.0	3.1	2.7
Suburban	6.0	6.9	2.9	4.7	-2.0	10.9	1.7	2.5	-0.1	7.4	0.6	1.5	-1.0
Airport	3.1	4.5	-0.3	1.5	-5.1	5.2	0.4	1.7	-1.3	4.6	1.1	3.2	-1.5
Highway	2.5	2.4	2.1	4.2	-3.6	6.1	2.2	2.1	2.5	7.1	0.6	1.7	0.4
Resort	4.5	5.0	2.5	2.9	1.5	7.7	2.6	3.2	1.0	6.6	1.8	2.6	1.0
SIZE													
Under 150 Rooms	2.9	3.3	0.2	0.9	-2.1	7.3	2.1	2.5	2.1	8.2	2.3	3.3	1.0
150 - 299 Rooms	2.9	4.1	0.1	1.4	-3.2	1.6	0.8	2.0	-0.8	0.9	0.2	1.6	-2.2
300 - 500 Rooms	6.8	7.3	4.4	5.8	0.4	13.3	2.7	3.3	0.9	10.4	1.6	1.4	-0.1
Over 500 Rooms	3.8	4.4	2.8	3.9	-0.3	2.7	3.9	4.5	3.2	2.8	4.8	4.3	4.7
TYPE													
Hotel	4.4	5.2	2.6	3.7	-0.5	6.4	2.5	3.3	1.3	5.3	2.6	2.6	1.2
Motel/Hotel	2.3	2.5	1.4	3.6	-4.5	2.2	1.5	1.7	1.0	2.3	1.9	2.2	1.6
Economy	6.8	6.6	7.7	11.9	-1.0	6.7	4.5	4.3	5.0	6.6	7.8	8.6	7.2
All Suites	10.0	11.2	4.5	5.7	1.7	13.1	2.4	3.5	-1.9	7.6	-1.2	0.2	-2.7

TWELVE MONTH TREND REPORT - AS OF APRIL 1988

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	APR	% CHG	APR	% CHG	APR	% CHG	APR	% CHG
TOTAL	4.4	5.0	2.5	6.2	65.5	0.3	62.0	1.5	\$ 68.62	3.2	\$104.18	2.5
CENSUS REGION:												
Northeast	5.0	5.4	4.5	3.6	74.1	-0.5	45.8	6.0	\$107.16	5.7	\$158.95	5.4
North Central	3.3	3.7	1.9	7.5	61.1	-0.8	42.8	0.7	53.74	4.0	87.36	3.7
South	3.4	4.2	0.7	7.8	63.7	1.1	76.3	-0.3	62.16	1.9	94.40	1.1
West	6.4	7.2	4.9	4.7	67.4	-0.4	55.0	3.2	66.75	3.5	100.39	2.7
CENSUS DIVISION:												
New England	6.4	7.1	2.7	21.3	68.1	0.4	42.9	6.7	\$ 83.50	5.7	\$136.61	5.1
Middle Atlantic	4.7	5.1	5.0	0.6	75.8	-0.7	46.3	5.9	112.90	5.8	164.36	5.5
South Atlantic	4.4	5.2	1.4	9.2	67.9	1.0	89.0	-0.6	66.06	2.6	101.22	1.9
East North Central	5.1	5.4	4.2	7.1	63.1	-0.8	41.8	0.5	55.77	5.5	89.89	5.2
East South Central	4.5	4.7	4.1	3.0	61.4	2.3	33.6	-40.9	46.90	1.9	64.90	1.7
West North Central	0.1	0.5	-1.6	8.8	58.0	-0.9	44.3	0.9	50.31	1.4	83.06	1.0
West South Central	0.7	1.5	-1.5	2.4	55.9	1.6	45.4	4.4	53.70	-0.3	79.70	-1.1
Mountain	0.5	1.4	-1.5	1.3	59.9	-2.0	51.6	2.8	50.59	2.9	81.54	2.0
Pacific	7.7	8.4	6.3	6.2	69.7	-0.1	55.8	3.3	71.01	3.2	105.37	2.6
AFFILIATION:												
Chain	4.4	5.1	2.3	6.0	65.9	0.5	59.8	1.5	\$ 66.25	3.2	\$ 98.09	2.5
Independent	4.5	4.9	3.2	6.9	63.7	-	71.7	1.4	79.66	3.1	132.51	2.7
LOCATION:												
Center City	4.6	5.3	3.2	4.3	66.0	0.9	48.9	2.3	\$ 85.93	4.2	\$131.48	3.5
Suburban	6.0	6.9	2.9	10.9	62.9	0.5	50.9	3.0	56.92	2.5	83.06	1.7
Airport	3.1	4.5	-0.3	5.2	66.7	0.6	35.1	2.3	56.53	1.7	84.22	0.4
Highway	2.5	2.4	2.1	6.1	63.7	-1.5	81.3	1.4	43.01	2.1	56.86	2.2
Resort	4.5	5.0	2.5	7.7	68.4	1.0	102.5	0.1	80.79	3.2	132.90	2.6
SIZE:												
Under 150 Rooms	2.9	3.3	0.2	7.3	62.9	-0.9	67.1	2.6	\$ 46.95	2.5	\$ 59.30	2.1
150 - 299 Rooms	2.9	4.1	0.1	1.6	62.9	0.3	55.5	2.0	58.21	2.0	86.84	0.8
300 - 600 Rooms	6.8	7.3	4.4	13.3	65.4	1.6	61.8	0.7	74.55	3.3	119.81	2.7
Over 600 Rooms	3.8	4.4	2.8	2.7	71.9	0.3	66.2	1.5	92.35	4.5	144.00	3.9
TYPE:												
Hotel	4.4	5.2	2.6	6.4	66.9	0.6	54.8	0.7	\$ 82.25	3.3	\$131.57	2.5
Motor Hotel	2.3	2.5	1.4	2.2	62.7	-0.6	68.6	2.4	45.39	1.7	60.91	1.5
Economy	6.8	6.6	7.7	6.7	63.2	-1.6	85.8	0.2	36.78	4.3	40.22	4.5
All Suites	10.0	11.2	4.5	13.1	68.9	3.9	114.9	2.8	80.08	3.5	108.40	2.4

- No Change

TWELVE MONTH FOOD AND BEVERAGE REPORT - AS OF APRIL 1987

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1988	1987	1988	1987	1988	1987	1988	1987	1988	1987	1988	1987	% CHG
TOTAL	\$ 40.32	\$ 39.81	\$ 11.33	\$ 10.82	0.32	0.32	0.22	0.22	47.8	47.8	\$ 7.46	\$ 7.22	-0.5
CENSUS REGION:													
Northeast	\$ 47.13	\$ 44.86	\$ 15.10	\$ 14.26	0.29	0.29	0.21	0.20	52.2	51.5	\$ 10.84	\$ 10.31	0.3
North Central	37.70	36.97	8.66	8.45	0.32	0.33	0.22	0.22	44.5	44.4	5.18	5.13	-0.4
South	36.54	36.98	10.84	10.42	0.32	0.33	0.22	0.22	46.2	46.6	6.99	6.83	-1.3
West	45.32	44.15	11.30	10.66	0.32	0.33	0.22	0.22	48.5	49.1	7.14	6.88	0.5
CENSUS DIVISION:													
New England	\$ 54.88	\$ 53.62	\$ 12.80	\$ 12.60	0.32	0.33	0.23	0.23	50.3	49.6	\$ 8.86	\$ 8.79	2.9
Middle Atlantic	45.44	42.98	15.79	14.75	0.28	0.28	0.20	0.20	52.7	52.0	11.43	10.74	-0.4
South Atlantic	38.78	38.94	11.48	10.91	0.32	0.33	0.22	0.23	45.2	45.4	7.18	6.90	-1.8
East North Central	38.02	36.73	8.46	8.15	0.33	0.34	0.23	0.23	45.7	45.0	5.40	5.22	0.3
East South Central	20.05	19.63	7.42	6.55	0.35	0.35	0.26	0.25	42.1	55.6	4.20	5.14	-5.0
West North Central	37.20	37.34	8.93	8.83	0.31	0.32	0.21	0.21	42.8	43.5	4.92	5.04	-1.3
West South Central	31.89	33.02	9.46	9.41	0.32	0.33	0.21	0.21	49.6	49.8	6.65	6.73	0.1
Mountain	40.86	41.32	10.04	9.43	0.36	0.38	0.21	0.21	48.5	49.5	6.10	6.10	-4.0
Pacific	46.39	44.85	11.52	10.89	0.32	0.32	0.22	0.22	48.4	48.9	7.44	7.11	1.3
AFFILIATION:													
Chain	\$ 35.91	\$ 35.54	\$ 10.82	\$ 10.35	0.31	0.32	0.21	0.21	47.7	47.7	\$ 7.15	\$ 6.94	-
Independent	62.29	61.08	13.30	12.58	0.33	0.34	0.23	0.23	48.0	48.2	8.77	8.39	-2.4
LOCATION:													
Center City	\$ 43.67	\$ 42.70	\$ 13.14	\$ 12.47	0.30	0.30	0.21	0.21	51.5	51.4	\$ 9.27	\$ 8.91	-0.3
Suburban	35.05	35.07	9.02	8.69	0.34	0.35	0.24	0.23	46.3	46.8	5.69	5.66	1.9
Airport	31.97	32.38	9.46	9.04	0.32	0.33	0.21	0.21	45.4	45.6	5.77	5.68	-2.4
Highway	25.77	25.15	8.03	7.75	0.34	0.35	0.23	0.23	41.0	42.1	4.13	4.16	0.1
Resort	51.07	50.54	12.16	11.60	0.33	0.34	0.21	0.22	43.8	43.6	7.19	6.85	-1.4
SIZE:													
Under 150 Rooms	\$ 40.41	\$ 39.56	\$ 8.61	\$ 8.38	0.37	0.37	0.26	0.26	44.5	45.2	\$ 5.01	\$ 5.01	-1.3
150 - 299 Rooms	33.81	34.09	9.43	9.18	0.34	0.35	0.23	0.24	46.8	47.3	6.17	6.14	-1.6
300 - 600 Rooms	41.71	41.35	11.66	11.21	0.32	0.32	0.22	0.22	46.8	47.2	7.41	7.25	2.0
Over 600 Rooms	44.95	43.56	13.48	12.54	0.30	0.30	0.19	0.19	49.9	49.2	9.34	8.72	-2.5
TYPE:													
Hotel	\$ 45.01	\$ 44.42	\$ 12.06	\$ 11.47	0.31	0.32	0.21	0.21	48.8	48.8	\$ 8.09	\$ 7.78	-0.8
Motel	23.98	23.74	7.28	7.07	0.35	0.36	0.24	0.24	41.4	41.6	4.07	4.08	0.9
Economy	23.90	22.76	*	*	*	*	*	*	*	*	*	*	*
All Suites	45.90	46.80	13.94	13.55	0.33	0.34	0.25	0.26	44.3	45.1	8.69	8.59	2.0

* Insufficient Response

- No Change